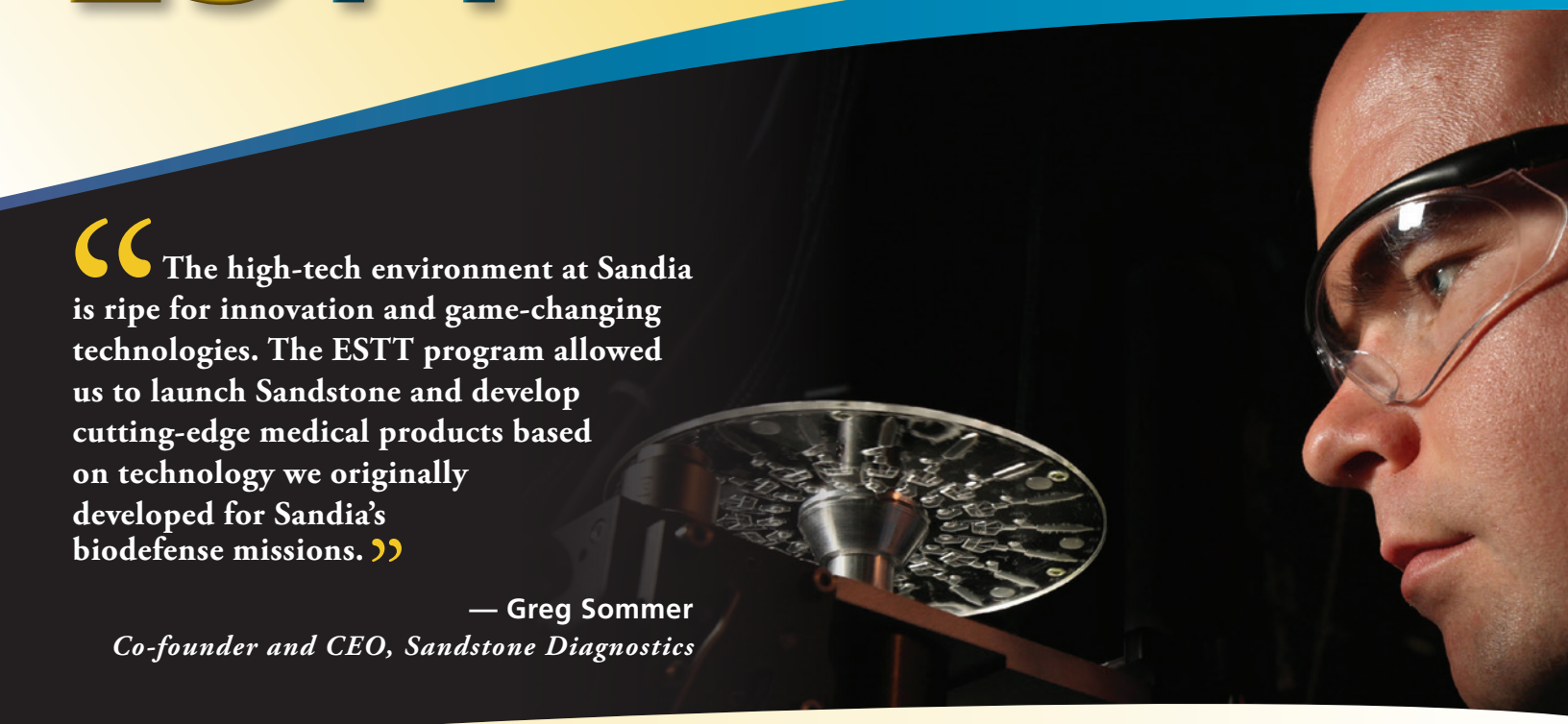
ESTT

ENTREPRENEURIAL SEPARATION TO TRANSFER TECHNOLOGY



> **"The high-tech environment at Sandia is ripe for innovation and game-changing technologies. The ESTT program allowed us to launch Sandstone and develop cutting-edge medical products based on technology we originally developed for Sandia's biodefense missions."**
>
> **— Greg Sommer**
> *Co-founder and CEO, Sandstone Diagnostics*

OVERVIEW

Entrepreneurial Separation to Transfer Technology (ESTT) is a valuable tool which allows Sandia to transfer technology to the private sector by permitting Sandia employees to leave the Labs to start up new technology companies or help expand existing companies. Entrepreneurs are guaranteed reinstatement by Sandia if they choose to return to the Labs.

RESULTS*

		In NM	Outside NM
Companies affected by ESTT	**100**		
- Start-up companies	49	42	7
- Expansion companies	51	23	28

Sandians who left on ESTT	**146**	
- To start up a business	62	42%
- To expand a business	84	58%
- Returned from ESTT	41	28%
- Terminated employment	100	69%
- Currently on ESTT	5	3%

**Since ESTT began in 1994*

ECONOMIC IMPACT

Jobs created *(since 1994)*	379
Number of total employees *(2012)*	1550
Average salary *(2012)*	$80K
Sales revenue *(2012)*	$212M
Investment *(2008-2012)*	
- Equipment	$40M
- Goods and services	$277M

Two-thirds of the companies commercialized a technology as a result of ESTT.

**Based on 33 Survey Respondents*

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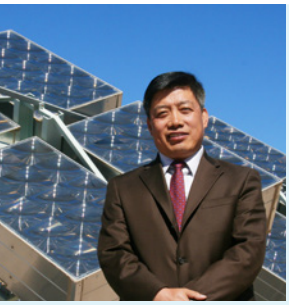
SUCCESS STORIES

Dan Neal founded WaveFront Sciences based on wavefront sensing metrology technologies licensed from Sandia. The company, which grew from three employees to over 50, is now part of Abbott Medical Optics, a division of Abbott Laboratories.

– Abbott estimates that one million patients have improved the quality of their vision thanks to its products.

"The technology developed at Sandia, commercialized by Abbott, has helped to improve the vision of many, many people. The ESTT program made this possible."

— Dr. Dan Neal
Research Fellow, Abbott Medical Optics



Hong Hou joined EMCORE Corporation as Director of Research and Technology to utilize the technical expertise he developed at Sandia and to commercialize products based on Sandia technologies related to multi-junction solar cells. He is now President and CEO of EMCORE, one of the world's leading manufacturers of high-efficiency solar cells and solar panels for space power applications.

– EMCORE solar cells and solar panels have powered over 115 spacecraft with zero on-orbit failures and the company employs over 300 people in the Sandia Science & Technology Park (SS&TP).

"The experience I gained during my time at Sandia and while part of the ESTT program, as well as access to the vast talent pool and technological resources of the Labs, were invaluable assets in the launch of EMCORE's Photovoltaics division."

— Dr. Hong Hou
President and CEO, EMCORE Corporation

Todd Christenson founded HT MicroAnalytical in order to apply his specialized expertise in high aspect ratio microfabrication (HARM) technology gained while at Sandia to the creation of the world's smallest electromechanical switches.

– HT MicroAnalytical has recently expanded into a new 18,000-square-foot facility, employs 12 people, and is partnering with Rosenberger, Inc., a worldwide leader in connector solutions.

"During my years at Sandia, I worked on a technology that formed the basis of HT MicroAnalytical. The ESTT program gave me the opportunity to commercialize this specialized area of technology which was not available outside of the Labs. The company, the only one of its kind, now serves commercial and military markets."

— Dr. Todd Christenson
President and CTO, HT MicroAnalytical, Inc.

U.S. DEPARTMENT OF ENERGY | NNSA National Nuclear Security Administration

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